

Business Women

Make Money in Real Estate Dealings

By JOHN M. OSKISON

WOMEN are getting into the real estate business, and making money out of it. I saw the picture of one of the markedly successful ones in a recent Cleveland newspaper. There was an interview with her, too, which contained some hints worth passing on to ambitious women.

The Cleveland woman has a specialty—building houses on vacant lots with money which she borrows for six per cent. and selling the houses for a neat profit. Getting the right sort of a house on a lot at the right price is her problem. When she solves it successfully she makes money and she loses when she fails to solve it.

"Women," she said, "are better qualified than men to build houses. They are the ones who live most in them, and know what is needed. They know, from long experience, just where the closets and sinks ought to be, what arrangement of rooms will be most convenient and save steps, what sort of wood is hard and what sort is easy to keep clean, and a lot of details which men builders either don't know about or willfully neglect. 'I think the time will come when practically all homes will be built by women.'"

I do not know of a better investment for the modern architect-builder than to add to his staff a woman of taste and experience as a home-maker. I do not know of a better way for the young woman to invest her talent than by getting into the business of designing houses for people to live in—really "live" in.

It is an axiom of the investment business that money is safest which is put into the things in every-day use by a large number of people. Certainly the investment in real home-making talent satisfies that requirement.

A woman's bank account and her investments should be carried in her own name, and not that of her husband. If she was Mary Collins before she was married, for business purposes she is now either Mary Collins Jones or Mary C. Jones. One of these signatures should be selected by her, and when once chosen it should be used on all occasions.

The above paragraph of advice contains the gist of the warnings and counsel given to women by bankers. It indicates the primitive state in which women still live so far as finance is concerned. A Chicago banker told about four checks which recently came to his bank in one day. One was signed "Mary C. Jones," another was signed "Mrs. Henry H. Jones," the third read "M. C. Jones," and the last was signed "Mrs. Mary Jones." As a matter of fact they were all signed by the same woman, whose signature card at the bank contained the name "Mary C. Jones." Of course only one of the four checks was paid until the woman was called in to amend the signatures.

Women have to be told that a check indorsed merely with the writing of their name across the back can be cashed by anyone—that it amounts practically to putting that much currency in circulation.

Women, however, are coming out of financial vassalage.

Uniting Energy Into One Common Cause

By REV. DR. ALAN PRESSLEY WILSON, Lykens, Pa.

I stood looking out of my study window one rainy day, and my attention was directed to the drops scattered over the pane. There was not enough energy in any one of the drops to make it move and there seemed no way to unite them. Then one drop that was a little larger than the others rolled down and joined one just beneath it. This made a large drop and it began rolling down the pane, getting larger and gaining force as it went, until it swept everything before it.

Here, thought I, is an example of what we may do by uniting and throwing our energy into one common cause. There may not be energy enough in a single one of us to accomplish anything, but, by quietly uniting our efforts, one at a time, we finally gain such a force and momentum that we carry everything before us.

Since learning that lesson the old adage, "United we stand, divided we fall," has shaped itself in my mind to "Separated we stand, united we move." Analyze this reconstructed adage and we have, "Separated, we can do nothing; united, everything is possible of accomplishment." This is the great principle of co-operation and makes for the upbuilding of any community, public movement or work of any kind.

Honest Toilers Must Make Up Losses

By WILLIAM GREY

He not only steals from the tradesmen, but from their customers as well, the honest people who pay their bills are obliged to pay more to make up the loss.

Loss caused by dishonest customers like this man is an important factor in the cost of living. If all paid cash or paid their bills retailers could get for less and make as much as now.

Autumn Season Has Many Charms

J. Howard Moore, Chicago

This is the season of purple and gold—purple of aster and thistle and blazing star and the gold of golden rod and helianthus. I came across a whole meadowful of burr marigolds out south of Jackson park this morning, so shining and gleeful in the rich autumn sunlight that they seemed almost burnished.

Spring is my favorite season. It is the morning of the year—the time of hope and youth and dreams.

But autumn has its charms, as well as its faults. Autumn is the insects' dying

time. It is the time when the birds fly away and the butterflies give up their ghosts. There are omens in the air.

But it is also the time of grand, calm days, of royal hues, of harvest fullness and of great, round moons and rest.

CORNER FOR THE JUNIORS

WHERE WRINKLES COME FROM

Contrary to General Impression, Most of Them Come From Laughter—Some Peculiarities.

The general impression about wrinkles is that they are caused by worry, but the truth is that most of them come from laughing.

To know how to laugh is just as important as to know when to do it. If you laugh with the sides of your face the skin will work loose in time and wrinkles will form in exact accordance with the kind of laugh you have.

The man who always wears a smirk will have a series of semicircular wrinkles covering his cheeks.

A gambler, who is accustomed to suppressing his feelings, generally has a deep line running from each side of his nose to the upper corner of his mouth, which in time extends to the chin, forming the shape of a half moon.

A cadaverous person is usually marked with two wrinkles, one on the jaw and the other under the eye, meeting at right angles at the cheek bones.

The scholar's wrinkle forms on his brow, while a schemer's wrinkles come around his eyes and look like spokes of a wheel.

MOTOR SKATE QUITE UNIQUE

One Equipped With 1 1/4 Horse Power Motor, While Other Runs Behind as Sort of Trailer.

A pair of ingenious roller skates, one skate of which is driven by a 1 1/4 horse power engine, fed from a tank or case strapped to the back of the user, is shown in the accompanying



A Unique Motor Skate.

illustration, says the Popular Mechanic. The foot to which the motor-equipped skate is attached is set slightly ahead of the other foot, which rests on the non-powered skate. The latter skate might be designated as a trailer.

SOME ANIMALS CAN REASON

Raccoon Reaches Plate of Food With Hind Legs When Unable to Connect With Forepaws.

A contributor to the Youth's Companion tells the following story, which certainly supports the theory by some people that animals can reason:

"We were on a stage journey from Lewiston, Idaho, to Grangeville, Idaho, a distance of 70 miles. The stage stopped for noon at the Fountain house, half-way between the two towns. A large raccoon was chained by the collar to a post in the front yard. After luncheon the driver of the stage gathered up a plate of food from the table and carried it out to where the animal was chained. He set the plate just out of reach of the raccoon's front paws. The animal strained and reached, but could not cover the distance.

"One of the passengers said, 'Why do you not place it within his reach?' 'He can reach it,' the driver replied.

"He can't, unless you move the plate nearer."

"Wait and see," said the driver. "The raccoon had by this time given up trying to reach the food, and sat whining. He seemed to ponder over the problem for a few moments, then stretched his chain to its fullest extent, turned round, reached out with his hind foot, dragged the plate toward him, reversed the process, grasped it in his front paws, and proceeded to enjoy his dinner, much to the amusement of the onlookers and the discomfiture of the man who was sure he could not accomplish the task."

Subtle Flattery.

"Your boy seems to be stronger on athletics than he is on the classics."

"Yes," replied the candid parent. "He explained that to me. He says he knows I am much more likely to understand and appreciate what he is doing in athletics."

Mischievous Disposition.

"Does your boy play football?"

"Not much," replied Mr. Growcher. "I think that what he enjoys is putting on the uniform and frightening his mother."

VORACIOUS MISS MOTH



"I never will invite Miss Moth To dine with us again." Said Mr. Bugg, "for she will eat As much as any ten."

"She ate up everything she found Upon the bill of fare. And then she wasn't satisfied— She ate the clothes I wear."

"She ate my underclothes all up, And ate holes in my coat, And also ate my hat and vest, And other things, I note."

"I hear that she is now engaged To marry my friend Jack. And if she does, I'm sure she'll eat The clothes right off his back."

CHARACTER FOUND IN EYES

Color Shows Make-Up of Average Person, According to Close Observer of Human Nature.

According to a close observer of human nature:

Black (dark brown) eyes are a sign of passionate ardor in love.

Dark blue, or violet, denote great affection and purity, but not much intellectuality.

Clear, light blue, with calm, steadfast glance, denote cheerfulness, good temper, constancy.

Pale blue, or steel colored, with shifting motion of eyelids and pupils, denote deceitfulness and selfishness.

Russet brown without yellow denote an affectionate disposition, sweet and gentle. The darker the brown the more ardent the passion.

Blue, with greenish tints, are not so strongly indicative of these traits, but a slight propensity to greenish tints in eyes of any color is a sign of wisdom and courage.

Gray, or greenish gray, with orange and blue shades and ever varying tints, are the most intellectual, and are indicative of the impulsive, impressionable temperament—the mixture of the sanguine and bilious, which produces poetic and artistic natures.

Light brown or yellow denote inconstancy; green, deceit or coquetry. Eyes of no particular color (only some feeble shades of blue or gray, dull, expressionless, dead looking) belong to the lymphatic temperament, and denote a listless, feeble disposition and a cold, selfish nature.

OPTICAL ILLUSION IS NOVEL

Good Demonstration of Fact That Eye Cannot Be Depended on Always to Tell the Truth.

As we have seen in many cases, you can't depend on your eyes to tell the truth altogether. The eye is simply a camera made by nature and like the cameras made by man it has its optical defects. This is owing to the fact that it is intended as an all-round instrument, for every possible purpose, says the Pathfinder. The eye lens is "corrected for rectilinear



Remarkable Optical Illusion.

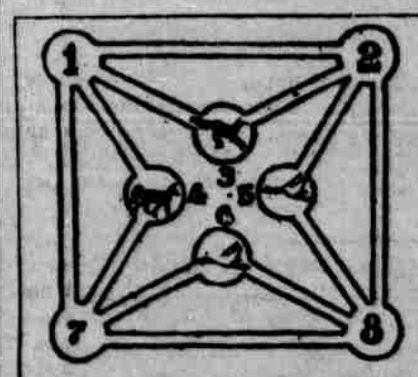
perspective," "chromatism," etc., as the lens-makers would say, but not for "spherical aberration" and some other defects. So when it is used for certain purposes these defects show up, just as they do in an ordinary camera lens.

For example, if you look at the figure here presented you would be willing to swear that the heavy horizontal lines are not parallel. But they are, as you can satisfy yourself by measuring. It is the oblique cross-lines that produce this deception.

LITTLE PUZZLE IS AMUSING

Trick is to Reverse Positions of Fox and Geese in Smallest Number of Moves.

Moving in turn, first a fox and then a goose, etc., from one circle to another, in how many moves can their positions be reversed so that the



Fox and Geese Puzzle.

foxes shall occupy 5 and 6 and the geese 3 and 4?

Their positions are reversed by moving as follows: Fox, 3 to 2; Goose, 5 to 8; Fox, 4 to 1; Goose, 6 to 7; Fox, 2 to 5; Goose, 7 to 4; Fox, 1 to 7; Goose, 8 to 3; Fox, 7 to 6; Goose, 3 to 2.

POULTRY

PROFIT IN GEESE AND DUCKS

Poultry Are Important Adjunct to Farm and Farmers Living Near Water Should Raise Them.

Those living close to water should raise geese and ducks. They will get a large part of their food from the streams and swamp lands, requiring very little grain during the summer months.

Toulouse geese are hardy, early layers and prolific, often raising two broods of goslings a year. The young early take care of themselves on good pasture and grow rapidly. They should have oatmeal made into mash daily, and afterward a few oats or barley scattered over the grass late in the evening. By careful feeding they grow very fast and by Christmas have been known to weigh 20 pounds each. Embden geese grow to a large size and are said to be nearly equal to the Toulouse variety in early maturity.

Of the four varieties of ducks, Rouen, Cayuga, Aylesbury and Peking, we give the preference to the last for size, early maturity, abundance of eggs, hardiness and domestic habits.



Profitable Geese.

The best location for a duck farm is on a tidalwater stream or cove, where there is a constant succession of sea food with every tide. If given a little house upon the shore and a variety of grain at the evening meal they will come home regularly every night without further trouble. The eggs are mostly laid very early in the morning. The ducks should be kept shut up in the yard until they have laid their eggs. The Peking and the Indian Runner are the most prolific layers. The feathers of the Peking duck are of the best quality, white, with a creamy shade. The feathers command a good price. It is not necessary to have much water for ducks, yet it is true that ducks will get a large portion of their living out of the water. Ducks must have a grass range and plenty of fresh, clean water to drink, and they should also have a trough of water to bathe in if there is no stream handy.

WHICH ARE BETTER LAYERS?

Poultrymen Are Debating Whether Hen or Pullet Is Capable of Greater Egg Production.

No matter how successful we may become in any business we are trying all the time to find how we may increase our profits. To increase our profits means, of course, an increase in the output of our goods, whatever it may be. Poultrymen are now debating whether the hen or the pullet is capable of the greater egg production. There is good argument on both sides, says the American Cultivator. Some claim that while hens lay less than pullets they lay larger and heavier eggs, and because of this fact the eggs command a better price than those laid by pullets. This is true, but in many sections of the United States eggs are sold without grading, and consequently the smaller egg is able to command as good a price as the larger one.

Others are in favor of pullets because they lay so many eggs which, they claim, possess a better flavor than those laid by hens. No one disputes the fact that pullets lay more eggs than hens.

The question of which is the better, hens or pullets, will never be answered so that it will please everyone. It is simply a matter of the likes and dislikes of the individual poultryman.

Personally the writer favors pullets. There are a very few of them that lay undersized eggs, and if he wishes the poultryman can easily cull them out. The average Leghorn pullet commences to lay when about six months of age, while many of them start at



Single Comb White Leghorns.

five months. Therefore it is a very easy matter to raise pullets so that they will be laying the winter after they are hatched.

The eggs of pullets do not hatch as well as those of hens. Not only that, but the chicks do not seem nearly so strong and lively as those hatched from hen eggs. For this reason, then, the writer would advise pullets for market eggs and hens for breeders.

Begin the New Year right. Be on time. Our Watches will make you that way.



But the man who borrows trouble is never asked to pay it back.

Reasons Why HEWLETT'S GOODS are Reliable

The firm has been in business over 26 years, the same foreman has been in charge of the Baking Powder, Spice and Extract Departments over 20 years. The same Tea and Coffee man has been in charge over 12 years.

That is why Hewlett's are Reliable

Coupons in every Package

A pretty girl will turn a man's head in spite of the bolt on his neck.

"The Old Bank" Offers you welcome in its new home.

Walker Brothers Bankers

Salt Lake City

"In the tall building"

Tomorrow's task is always easier than today's.

Blackman & Griffin Company, Ogden, Utah, are General Agents for Fanning Mills, Cream Separators and Incubators, as well as buyers of Seeds, Oats, etc. If interested, confer with them.

Love may be blind, but marriage is often an eye-opener.

Keeley Cure A POSITIVE AND PERMANENT CURE FOR Liquor and Drug Addictions. There is no publicity, no shame. Ladies treated as privately as in their own homes. THE KEELEY INSTITUTE, 334 W. South Temple Street, Salt Lake City.

UTAH A Devil of A Good Cement For All Purposes. SOLD BY ALL LEADING DEALERS.

FREE OUR LATEST ILLUSTRATED CATALOGUE. Explains how we teach barber trade in eight weeks. Call or write MOLER BARBER COLLEGE, 13 Commercial Street, SALT LAKE CITY.

Compromised. "Yes," observed Mr. Huffy, "I insisted that I was going to smoke all over the house, and my wife said I couldn't smoke anywhere except in the library."

"And how did you fix it up?" "Oh—er—we argued it out and finally compromised. I've given up smoking altogether."

A Smart Boy. "You are an honest boy," said the lady, as she opened the roll of five \$1 bills, "but the money I lost was a \$5 bill. Didn't you see that in the advertisement?"

"Yessim," replied the boy. "It was a \$5 bill that I found, but I had it changed so that you could pay me a reward."—Cincinnati Enquirer.

An Inappropriate Machine. Detective—Did the cashier do anything to divert suspicion while his subtracting operations were going on?

The President—Yes; the hypocrite persuaded the directors that the bank needed an adding machine.

Teddy Knows. "Now, Teddy," said the teacher, "is Jerusalem a proper noun or a common noun?"

"Tain't neither," came the prompt reply from Teddy. "It's an acquisition."

A Deal on the Side.

"Why is your hired man working so industriously all of a sudden?"

"I think he has a deal on with a moving picture concern which wants a few films of life on the farm."—Kansas City Journal.